

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 010823

R 130900Z FEB 75
FM AMEMBASSY ATHENS
TO USDOC WASHDC
INFO SECSTATE WASHDC 7424
AMEMBASSY BRUSSELS

UNCLAS ATHENS 1199

E.O. 11652: N/A

TAGS: BEXP, BMEP, GR

SUBJECT: SPECIAL TRADE OPPORTUNITY - BELT CONVEYOR FOR LIGNITE

REF: ATHENS 515

1. INDUSTRY MINISTER CONSTANTINE KONOFAGOS STATED FEBRUARY 11 THAT TENDERS HELD IN 1972 BY PTOLEMAIS LIGNITE MINING AND INDUSTRIAL COMPANY (LIPTOL) FOR THE DESIGN SUPPLY AND INSTALLATION OF CONVEYOR BELT SYSTEM FOR KARDIA OPEN PIT LIGNITE FIELD AT PTOLEMAIS WILL BE REOPENED IN ABOUT THREE MONTHS. IN THE 1972 TENDERS, LOWEST BID OF 5 BILLION DRACHMAS (\$167 MILLION) WAS QUOTED BY FRENCH FIRM LA STEPHANOISE WITH WHICH GOG WAS NEGOTIATING UNTIL RECENTLY. MINISTER KONOFAGOS SAID THAT NEGOTIATIONS BROKE DOWN BECAUSE STEPHANOISE WAS DEMANDING 8 BILLION DRACHMAS (\$267 MILLION) OR 40 PERCENT PRICE INCREASE OVER AGREED ESCALATION OF 30 PERCENT, WHICH GOG HAD ACCEPTED AS REFLECTING INCREASES IN EQUIPMENT AND MATERIAL COSTS.

2. ACCORDING TO INFORMATION FURNISHED BY LIPTOL, STEPHANOISE'S PROPOSAL PROVIDED FOR SUPPLY AND INSTALLATION OF OVER 45 CONVEYOR UNITS OF 72,000 METERS TOTAL LENGTH

3. KONOFAGOS STATED THAT CONCEPTUALLY NEW TENDER REQUIREMENTS WOULD EMPHASIZE LOCAL CONTENT. NEW SPECIFICATIONS MUST BE DRAWN UP, HOWEVER, AND ISSUING AGENCY DETERMINED (WHETHER LIPTOL OR PPC) BEFORE GOG CAN MOVE TO NEW TENDERS. THIS MAY TAKE SEVERAL WEEKS. IN INTERVENING PERIOD, EMBASSY WOULD BE PLEASED TO TRANSMIT TO CONCERNED AGENCY BROCHURES OF INTERESTED

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SUPPLIERS. WHEN TENDERS ARE ISSUED, EMBASSY WILL SUBMIT

TRADE OPPORTUNITY.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975ATHENS01199
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750052-0798
From: ATHENS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750248/aaaabqmo.tel
Line Count: 63
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 ATHENS 515
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 30 APR 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <30 APR 2003 by RuthemTJ>; APPROVED <06 JAN 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIAL TRADE OPPORTUNITY - BELT CONVEYOR FOR LIGNITE
TAGS: BEXP, BTIO, GR
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006